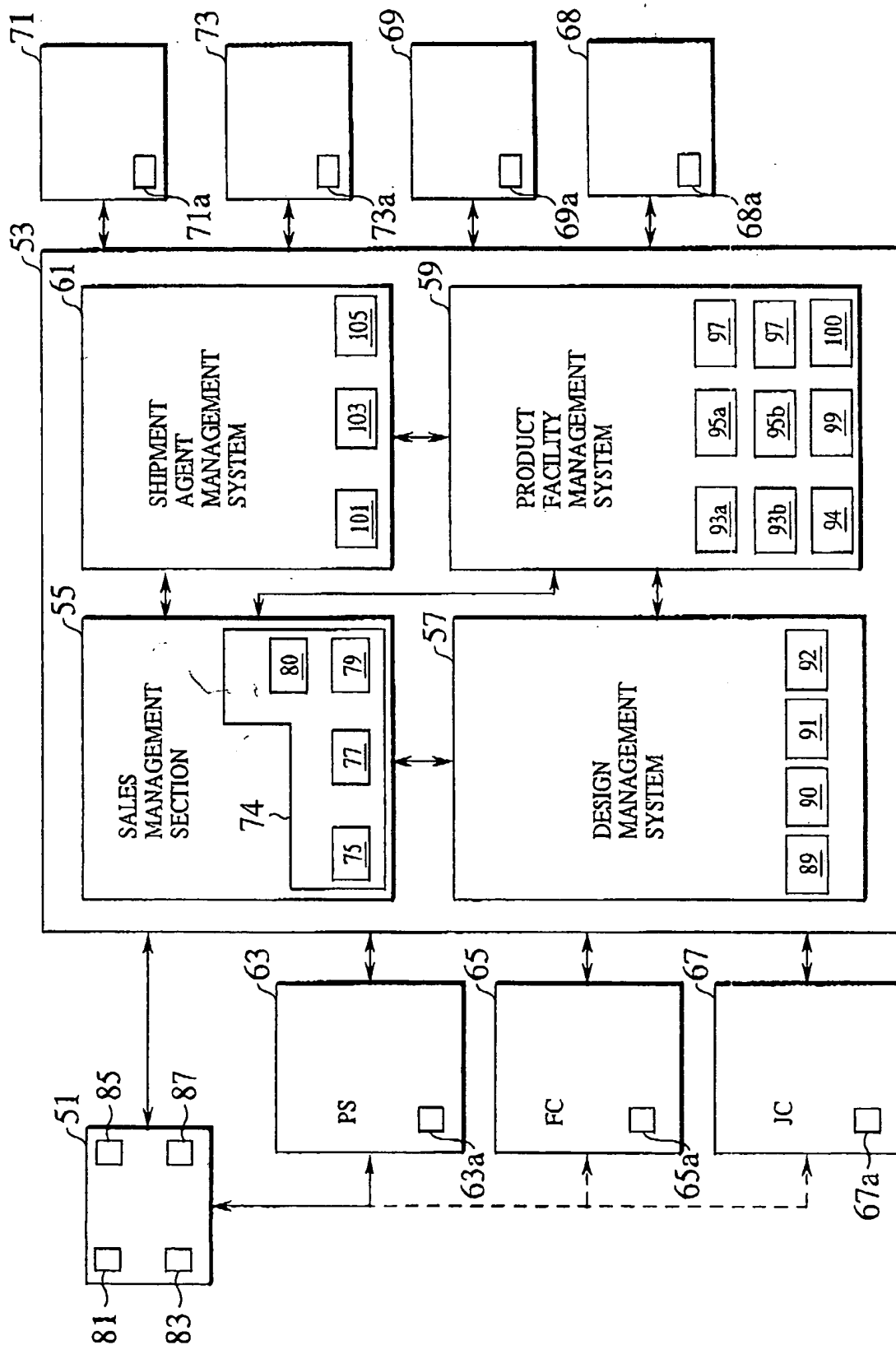


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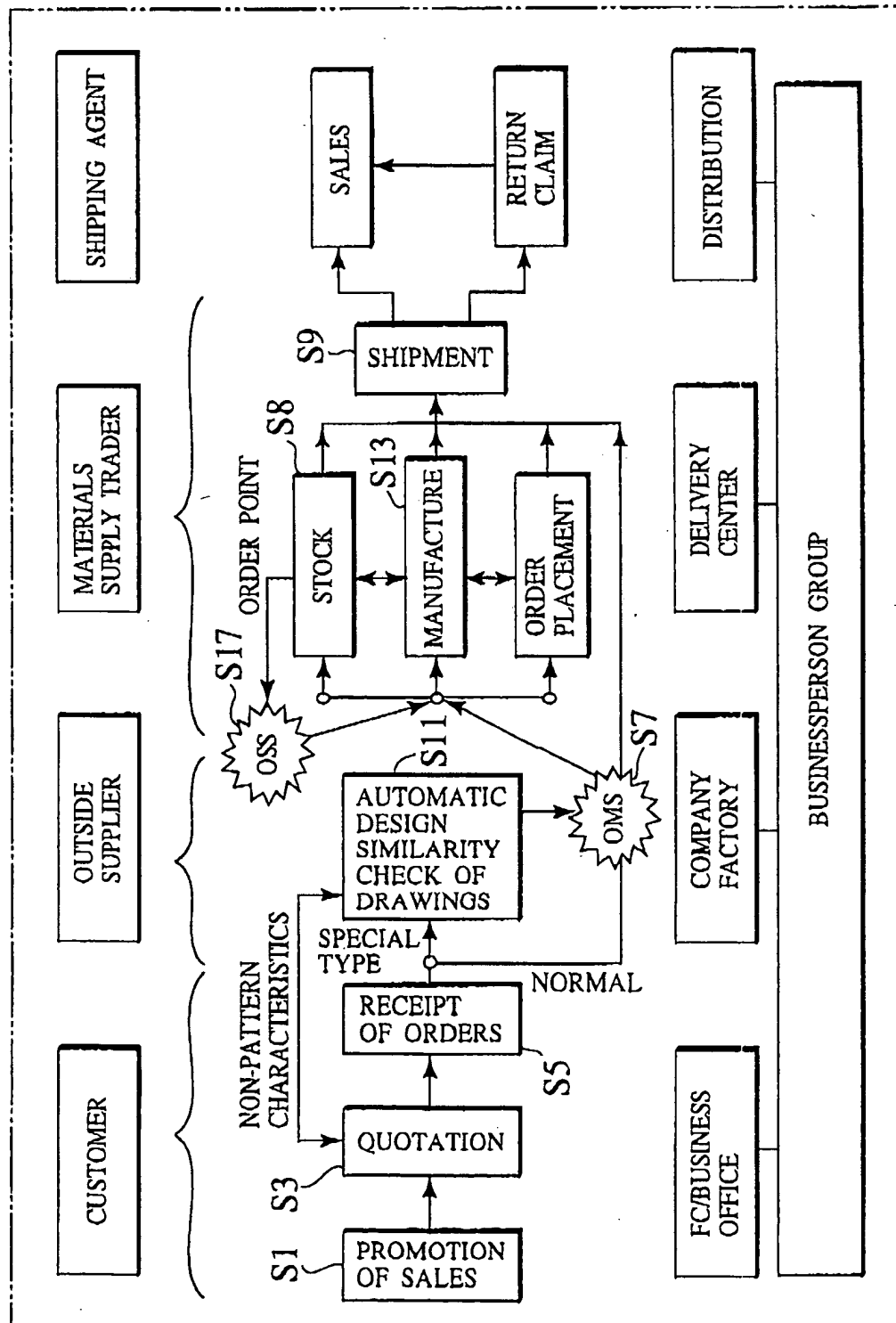
FIG.1



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FIG.2



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FIG.3

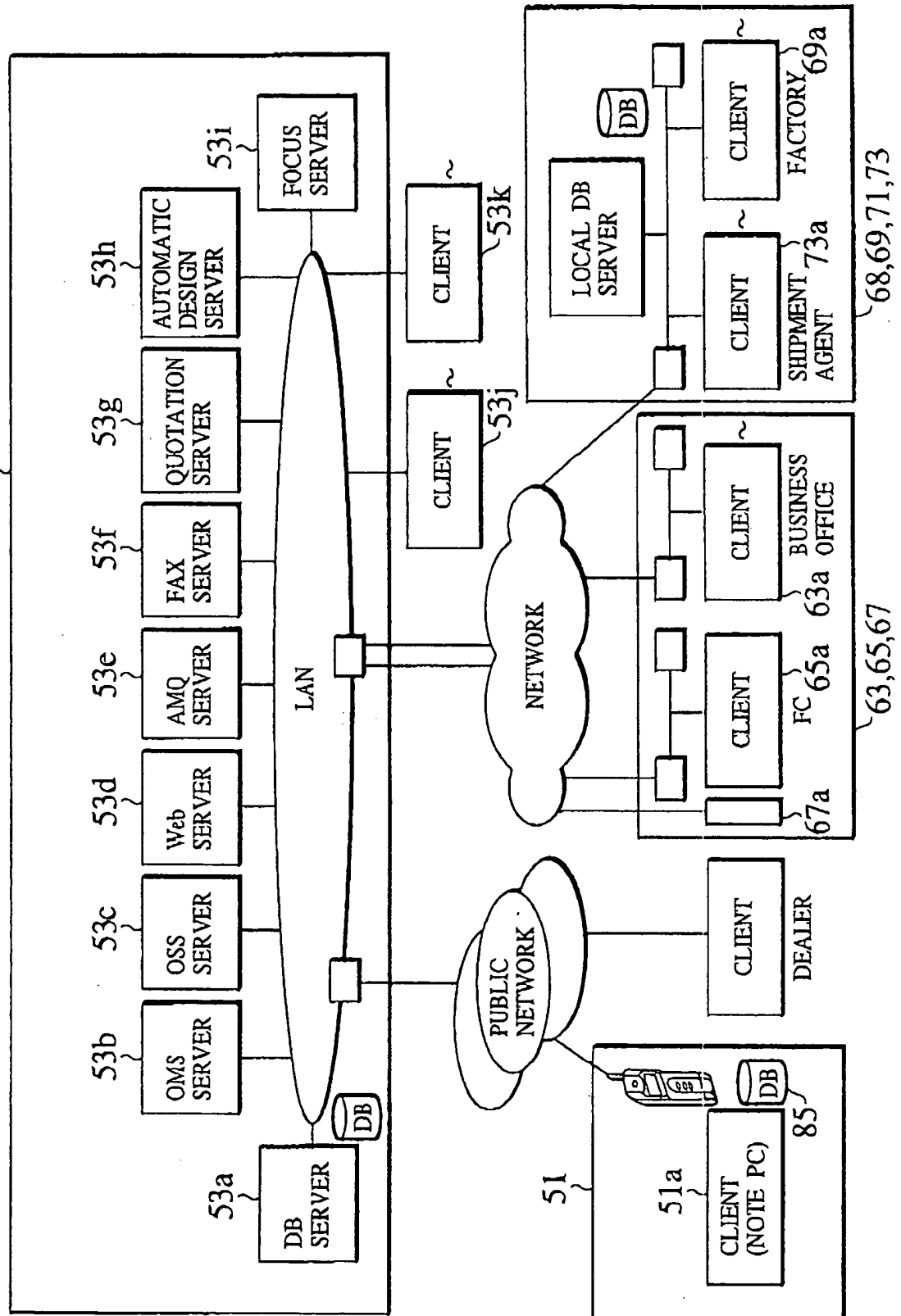
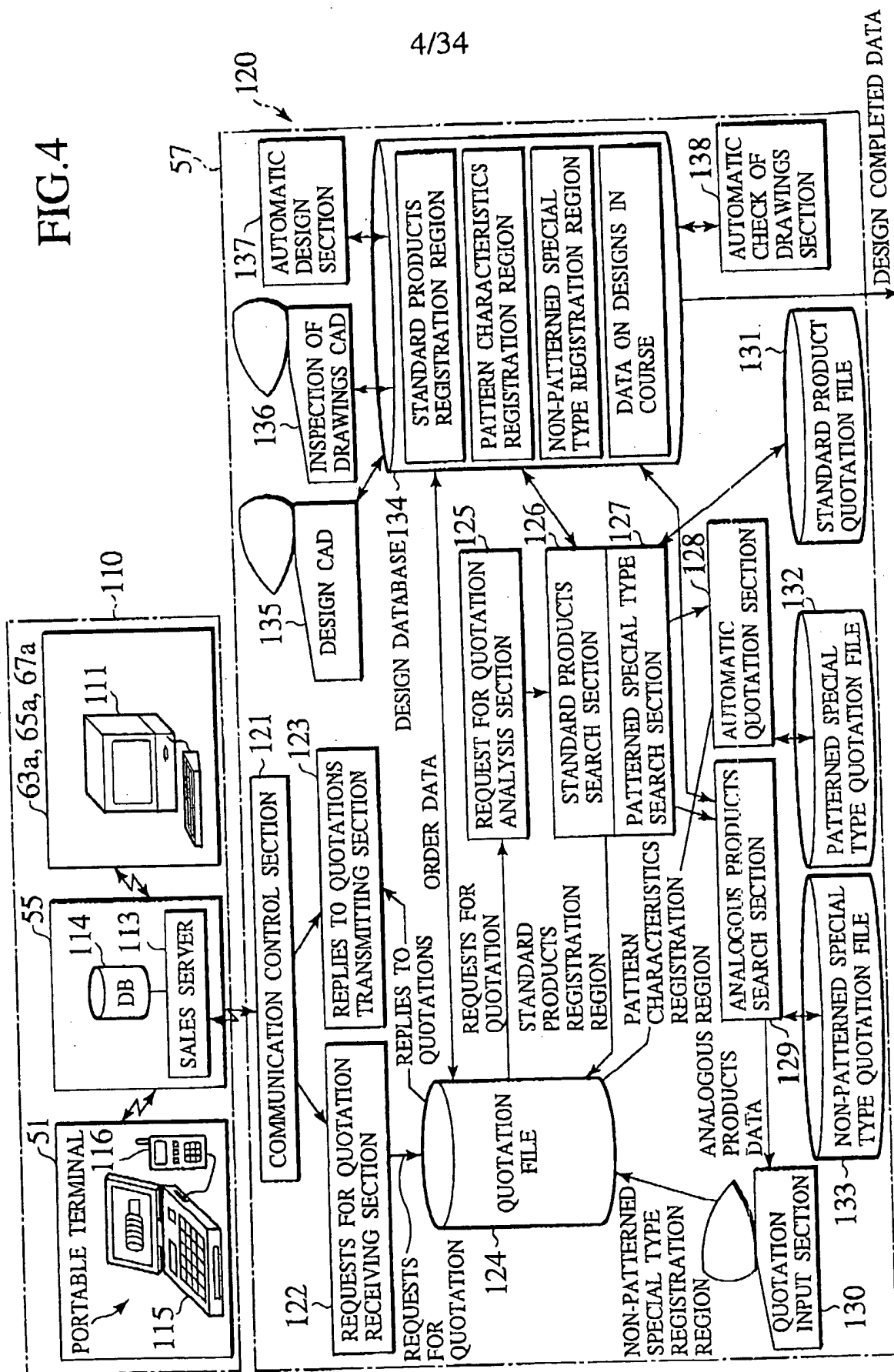


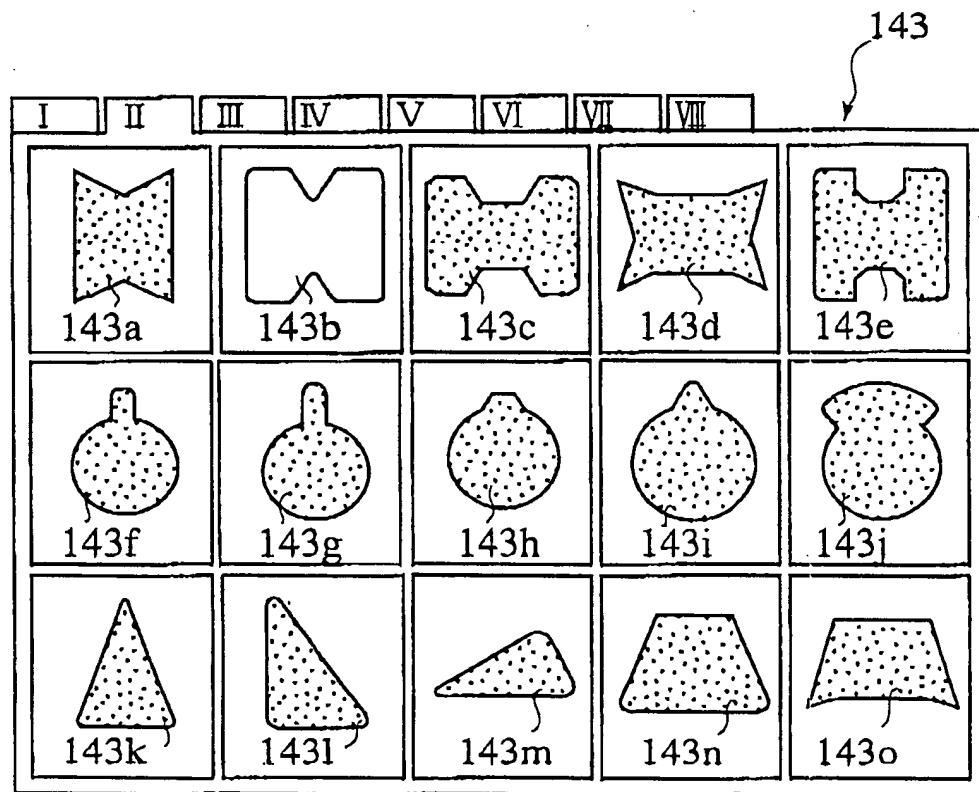
FIG. 4



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FIG.5



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FIG.6a

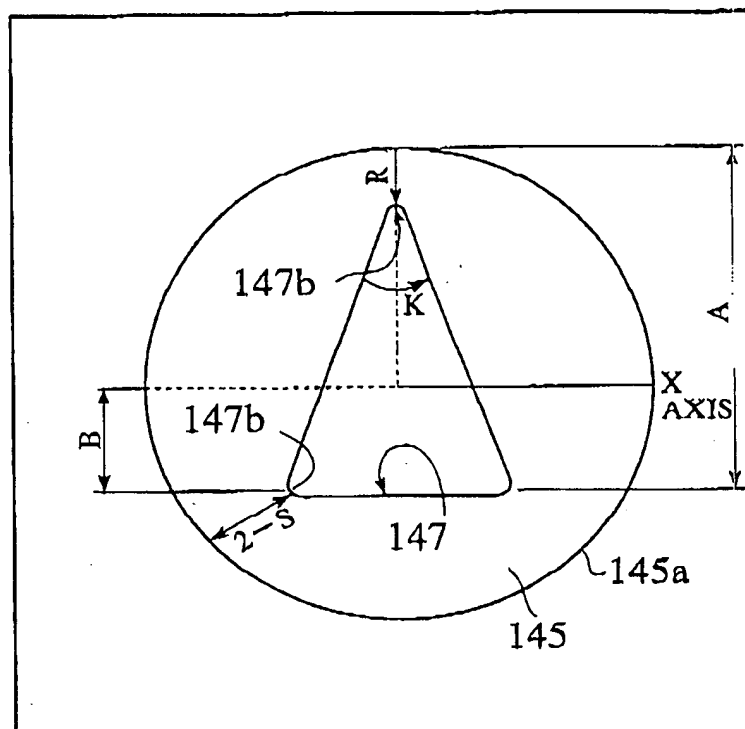
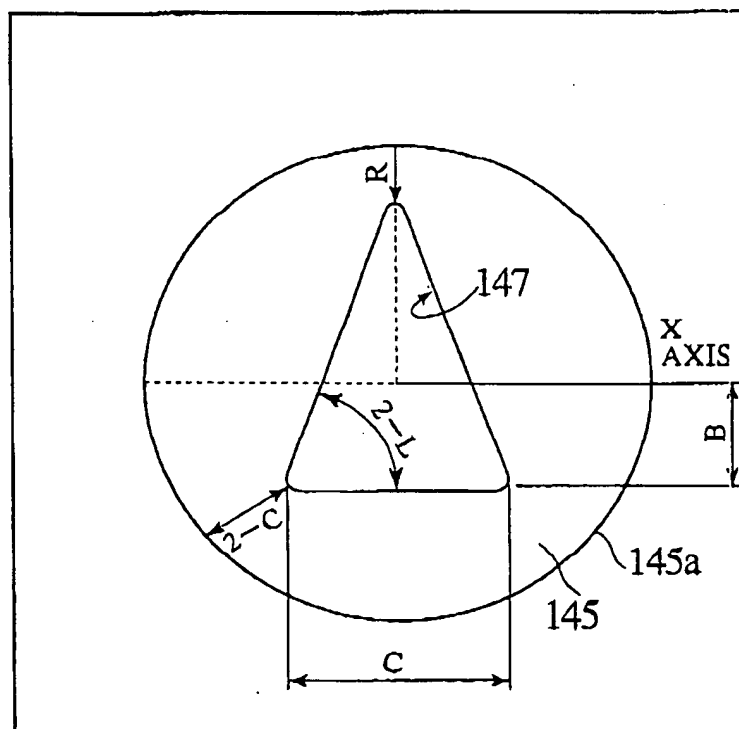


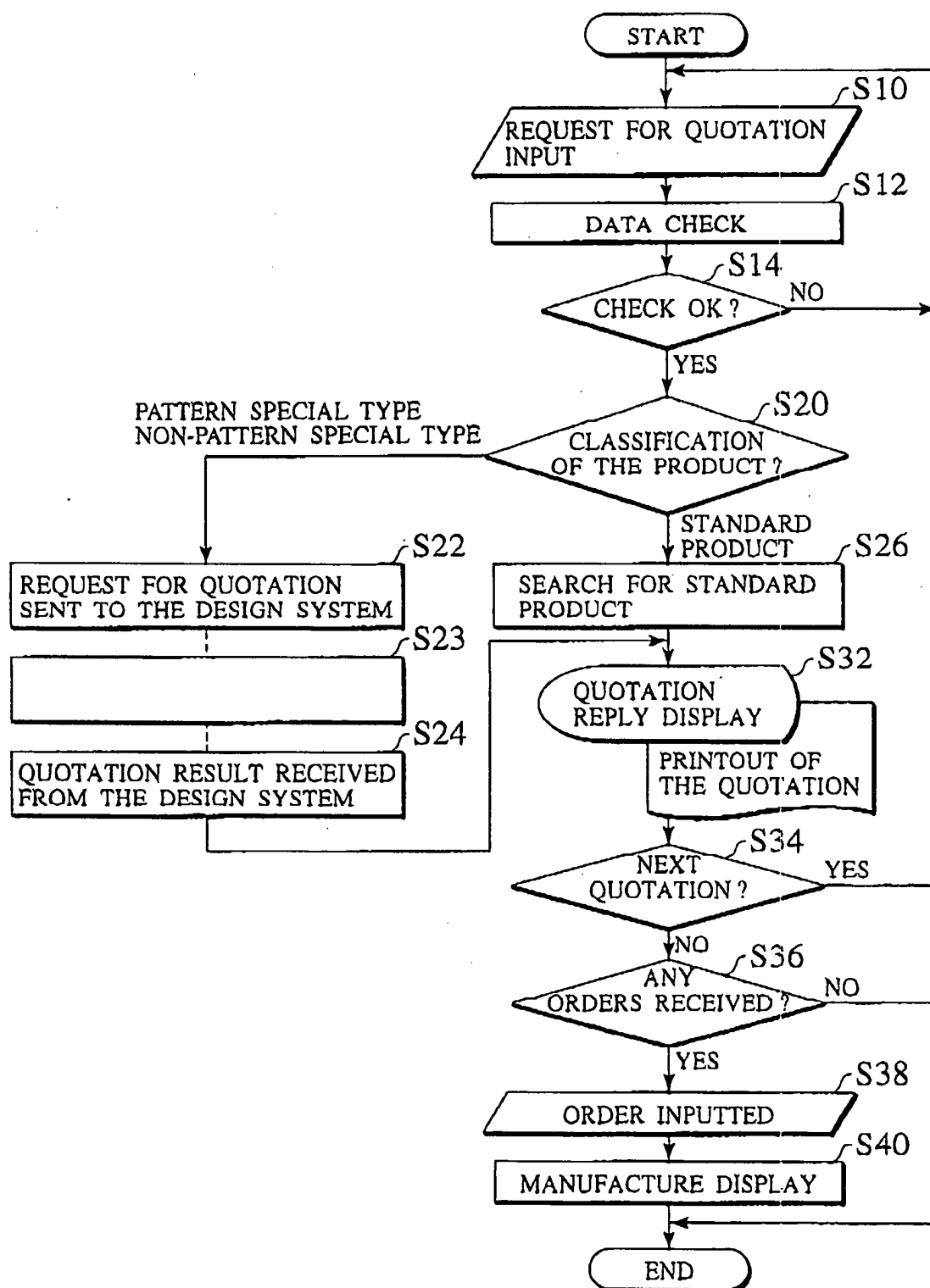
FIG.6b



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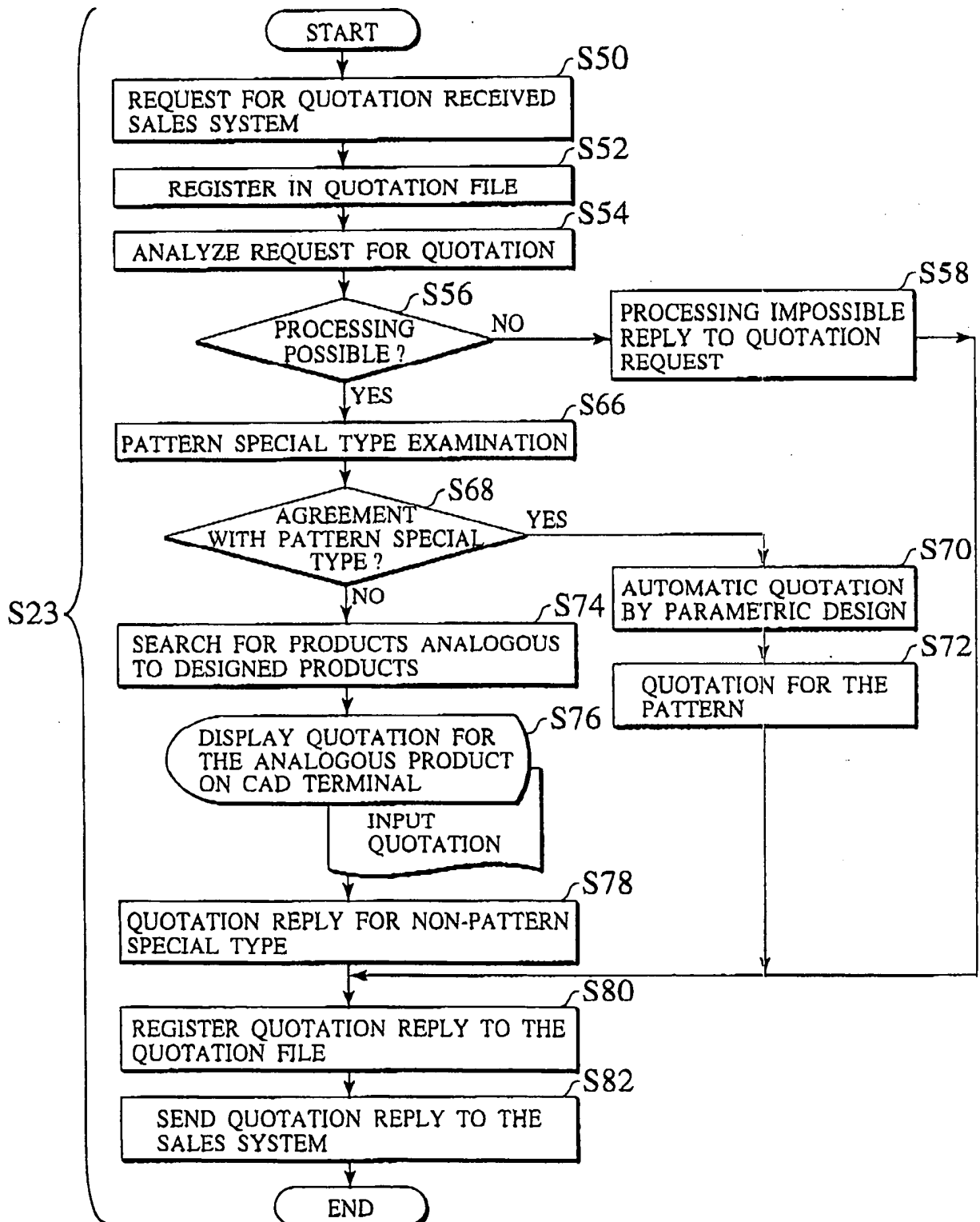
FIG.7



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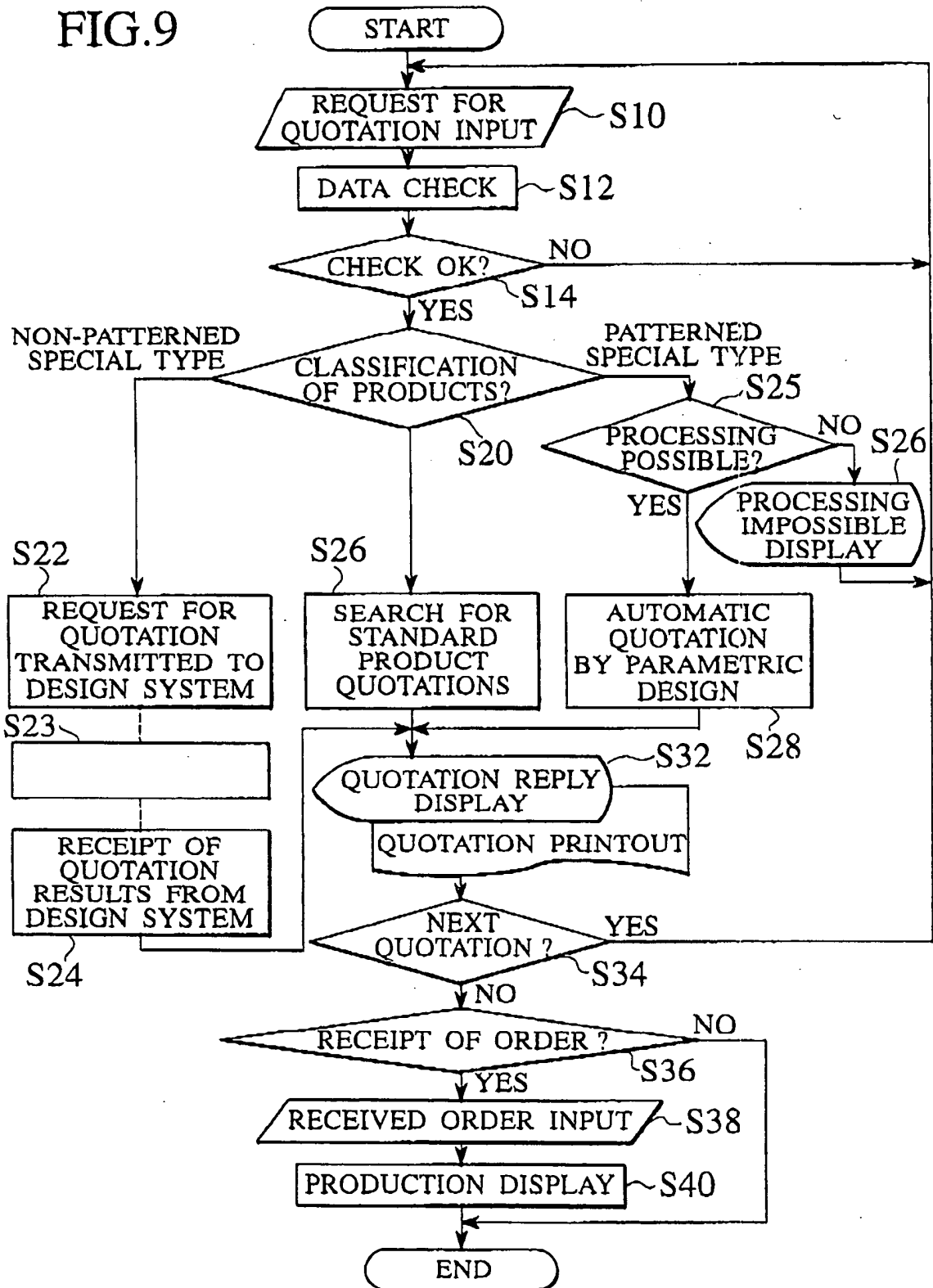
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FIG.8



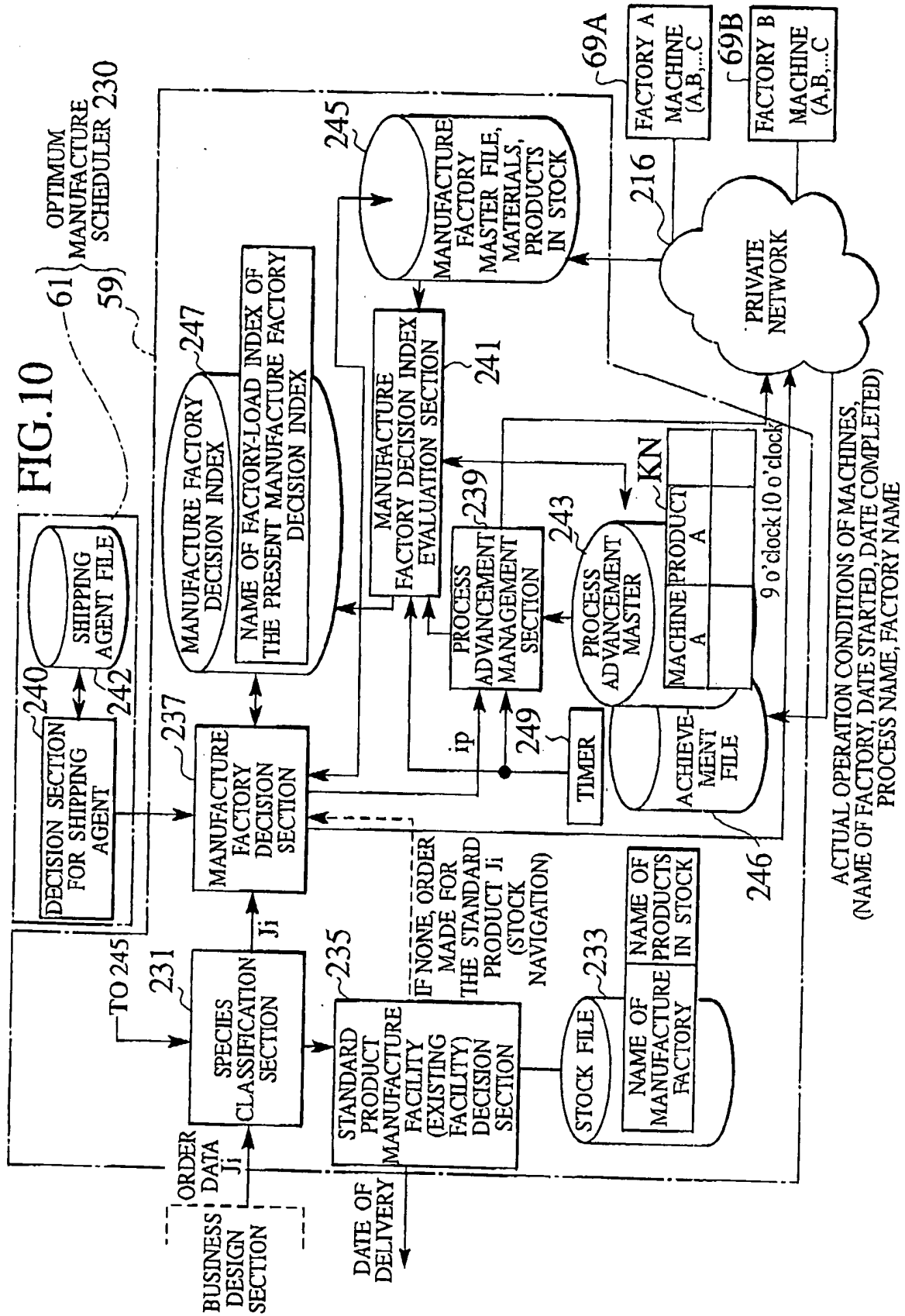
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FIG. 9



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FIG. 10



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FIG. 11

(a) MANUFACTURE FACTORY DECISION INDEX β_i

MANUFACTURE	PRESENT	MATERIAL	PROCESS	COST
FACTORY NAME	LOAD INDEX	INDEX	CAPABILITY	INDEX.....

(b) PROCESS ADVANCEMENT MASTER FILE LAYOUT

[illegible]

(c) SHIPPING AGENT MASTER FILE LAYOUT

SHIPPING AGENT	LOCATION	AVERAGE SHIPPING NUMBER OF DAYS	...
-------------------	----------	------------------------------------	-----

(b)

DATE	MANUFACTURE FACILITY DECISION INDICES β_i	FACTORY NAME	ADDRESS	PHONE NUMBER
	β_a	A		
	β_c	B		
	β_d	C		
	β_h	D		

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FIG.12

ex.

~~3日分~~ For 3 days

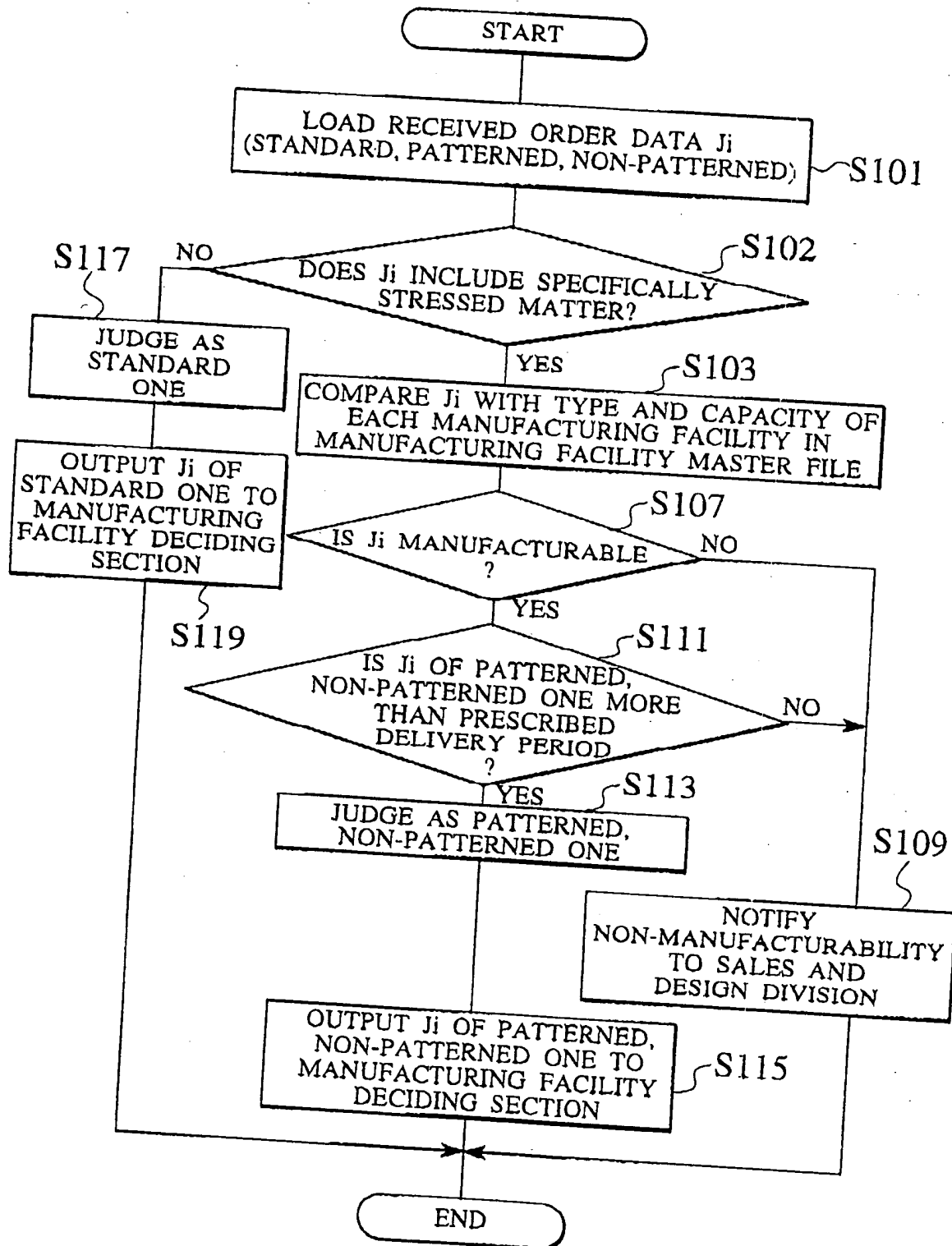
KN

B FACTORY				
A FACTORY (8 o'clock 9 o'clock 10 o'clock 11 o'clock 12 o'clock				
NAME OF MACHINE				
MACHINE A	JS ₁	JS ₁	JS ₂	
MACHINE B				JS ₂
MACHINE C				
⋮				
⋮				
⋮				
⋮				
⋮				
				t

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FIG.13



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FIG.14

ORDER DATA (FOR STANDARD PRODUCTS)

ORDER INFORMATION	
INFORMATION CLASSIFICATION	分納NO= "01" の時 '1' 以外は "2"
RECORD CLASSIFICATION	VALUE= '1'
COMPANY NAME CODE	CMPNY CD
ORDER SECTION CLASSIFICATION	VALUE= '2'
ORDER MADE PLACE CODE	PRCHS TO CD
ORDER NO	ORDR NO
PAYMENT BY INSTALLMENTS NO	DVD DLVRY NO
INSTRUCTED DATE OF DELIVERY	CMD DLVRY DT
ORDER PLACED CODE	PRCHR CD
SK	SK
CATALOG NO	CTLG NO
SK名	TRAB SK.NAME_KANA
AMOUNT ORDERED	分納NO= "01" PO_QTY
AMOUNT DELIVERED	分納NO= "01" PO_QTY-PO_QTY
AMOUNT NOT DELIVERED	PO_QTY
UNIT PRICE	PO_UNNIT_PRC
AMOUNT	PO_AMNT
NAME OF PRODUCT	TRAB_TOOL_PRDCT.JPN_PRDCT_NAME_KANA
形状CODE of shape	PTRN CD
A SIZE	
B SIZE	
PRIVATE KEY	
CORENER R	
SPACE	SPACE
LIAISON ITEMS	CNCT_MNTN
CONSUMPTION TAX	CNSMP_TAX
ORDER PLACED DATE	PO_DT

Ci

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FIG.15

ORDER DATA (FIXED TYPE)

	ORDER INFORMATION	
	INFORMATION CLASSIFICATION	分納NO= "01" の時 '1' 以外は "2"
	RECORD CLASSIFICATION	VALUE= '1'
	COMPANY NAME CODE	CMPNY CD
	ORDER SECTION CLASSIFICATION	VALUE= '2'
	ORDER MADE PLACE CODE	PRCHS TO CD
	ORDER NO	ORDR NO
	PAYMENT BY INSTALLMENTS NO	DVD DLVRY NO
	INSTRUCTED DATE OF DELIVERY	CMD DLVRY DT
	ORDER PLACED CODE	PRCHR CD
	SK	SK
Ci	CATALOG NO	CTLG NO
	SK名	TRAB SK.NAME_KANA
	AMOUNT ORDERED	分納NO= "01" PO_QTY
	AMOUNT DELIVERED	分納NO= "01" PO_QTY-PO_QTY
	AMOUNT NOT DELIVERED	PO_QTY
	UNIT PRICE	PO_UNNIT_PRC
	AMOUNT	PO_AMNT
	NAME OF PRODUCT	TRAB_TOOL_PRDCT.JPN_PRDCT_NAME_KANA
	形状CODE of shape	PTRN CD
	A SIZE	A_SIZE*100
	B SIZE	B_SIZE*100
Ki	PRIVATE KEY	FIX_KEY*100
	CORENER R	CRNR_R*100
	SPACE	SPACE
	LIAISON ITEMS	CNCT_MNTN
	CONSUMPTION TAX	CNSMP_TAX
	ORDER PLACED DATE	PO_DT

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FIG.16

ORDER DATA (NON-FIXED TYPE)

ORDER INFORMATION	
INFORMATION CLASSIFICATION	分納NO= "01" の時 '1' 以外は "2"
RECORD CLASSIFICATION	VALUE= '1'
COMPANY NAME CODE	CMPNY CD
ORDER SECTION CLASSIFICATION	VALUE= '2'
ORDER MADE PLACE CODE	PRCHS TO CD
ORDER NO	ORDR NO
PAYMENT BY INSTALLMENTS NO	DVD DLVRY NO
INSTRUCTED DATE OF DELIVERY	CMD DLVRY DT
ORDER PLACED CODE	PRCHR CD
SK	SK
CATALOG NO	
SK名	TRAB SK.NAME_KANA
AMOUNT ORDERED	分納NO= "01" PO_QTY
AMOUNT DELIVERED	分納NO= "01" PO_QTY-PO_QTY
AMOUNT NOT DELIVERED	PO_QTY
UNIT PRICE	PO_UNNIT_PRC
AMOUNT	PO_AMNT
NAME OF PRODUCT	TRAB_TOOL_PRDCT.JPN_PRDCT_NAME_KANA
形状CODE of shape	PTRN CD
A SIZE	
B SIZE	
PRIVATE KEY	
CORENER R	
SPACE	SPACE
LIAISON ITEMS	CNCT_MNTN
CONSUMPTION TAX	CNSMP_TAX
ORDER PLACED DATE	PO_DT
	NO1010

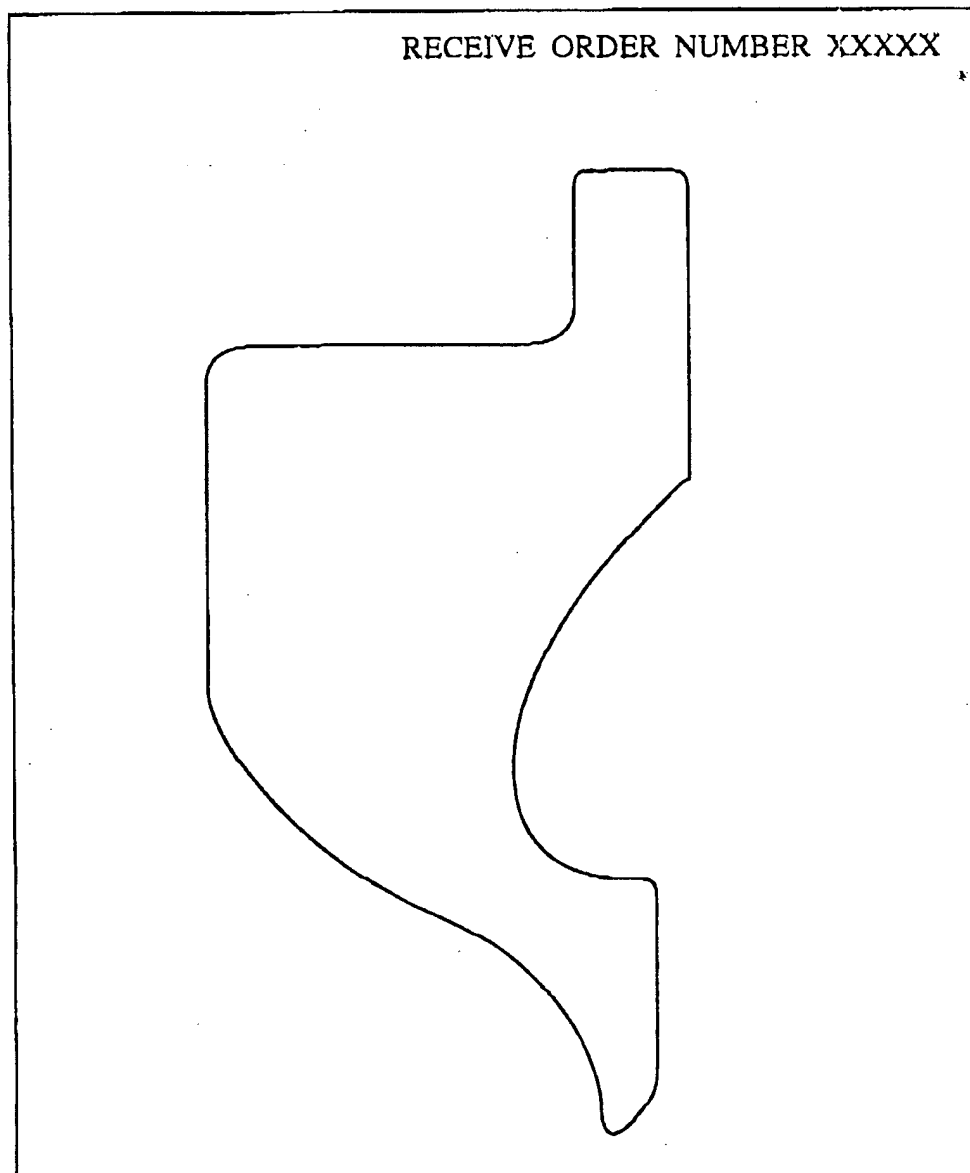
Ki

mi

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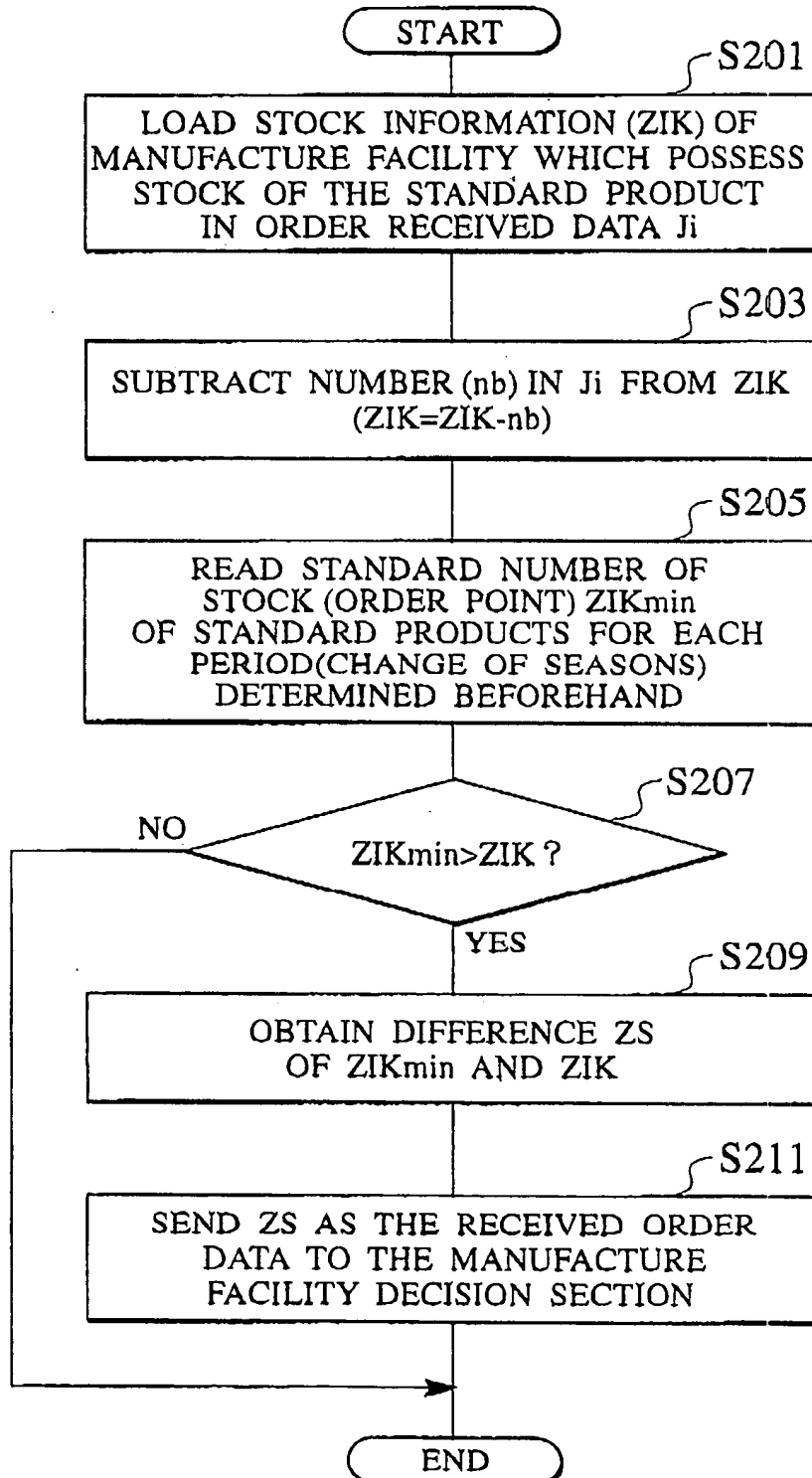
FIG.17



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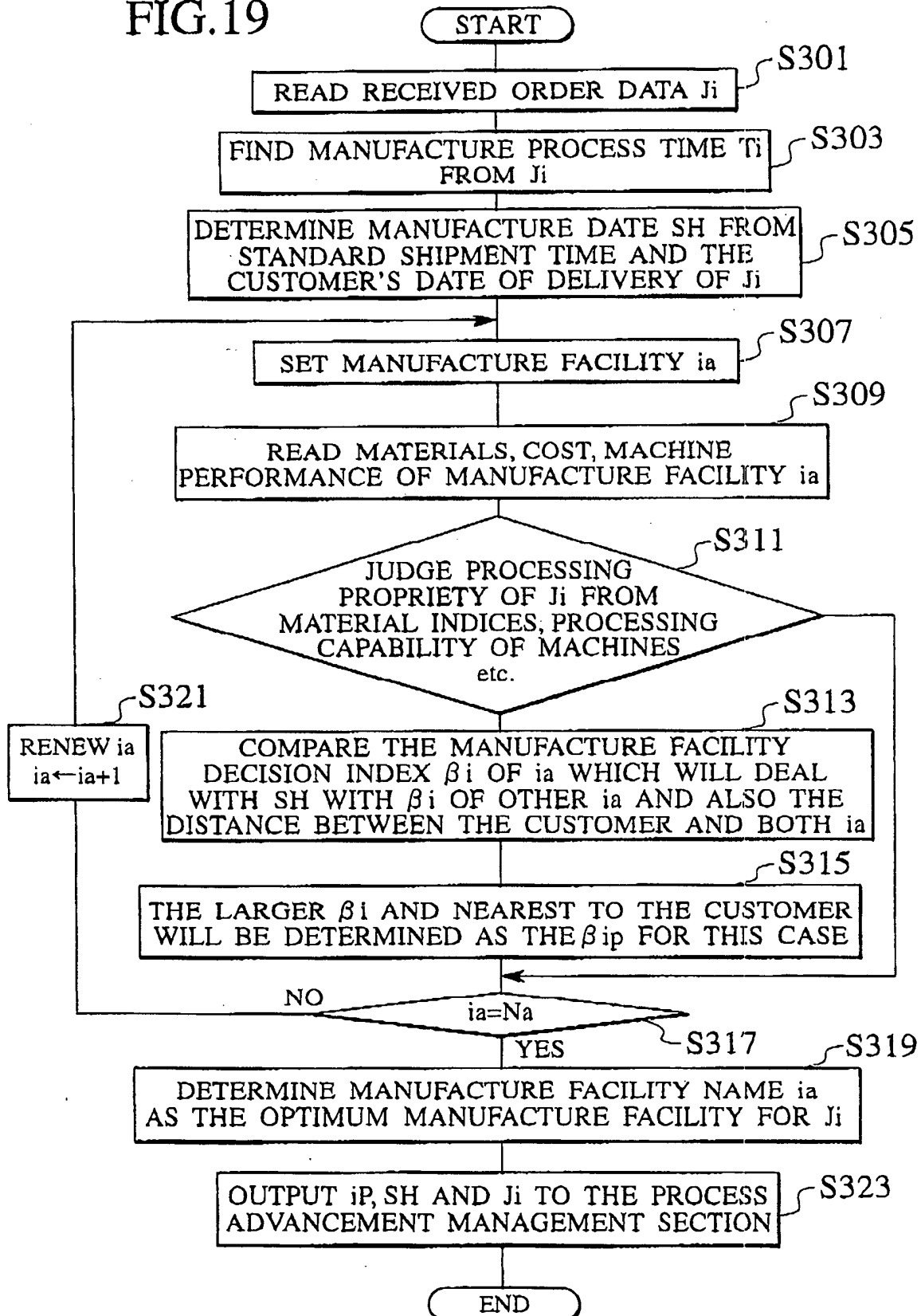
FIG.18



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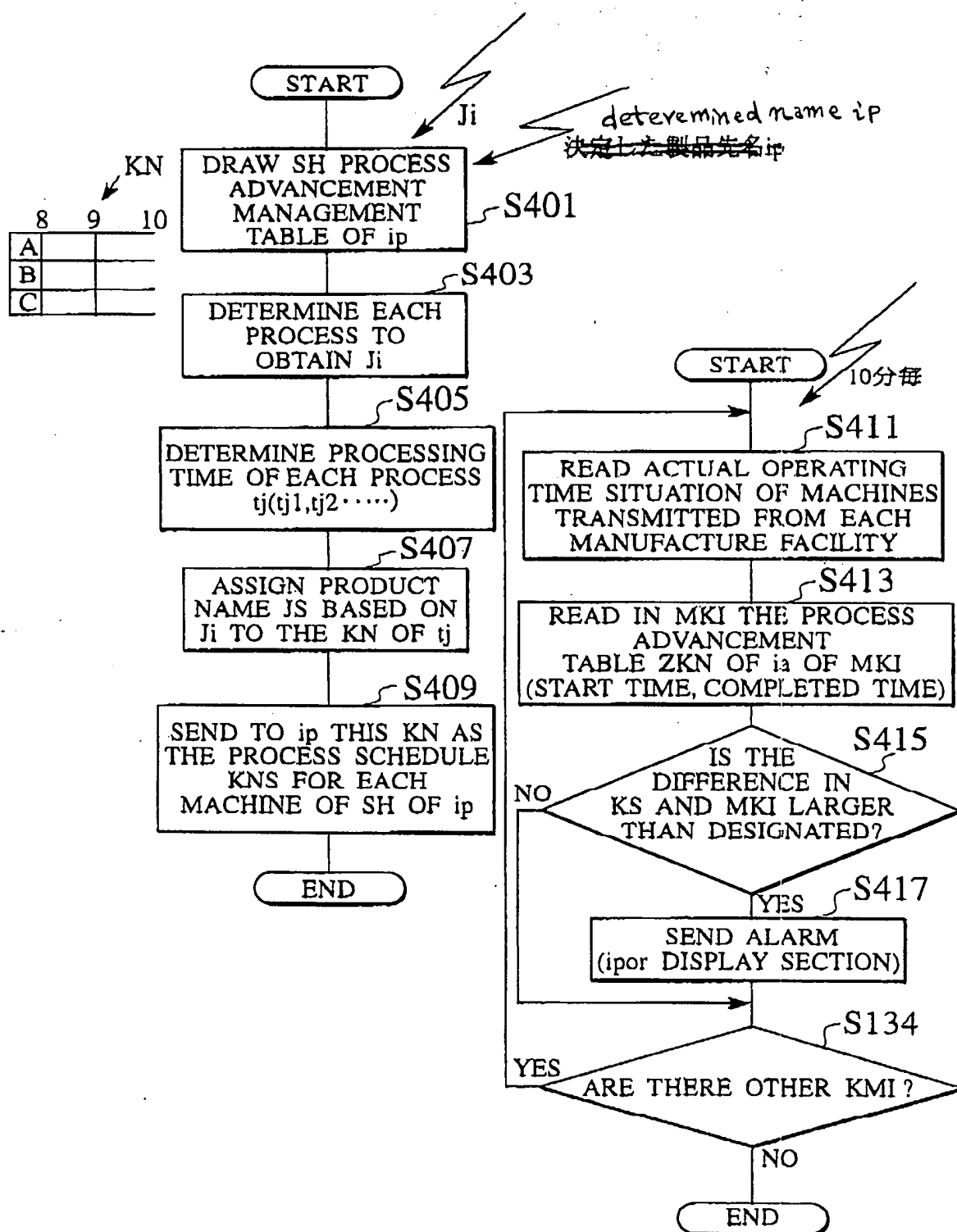
FIG.19



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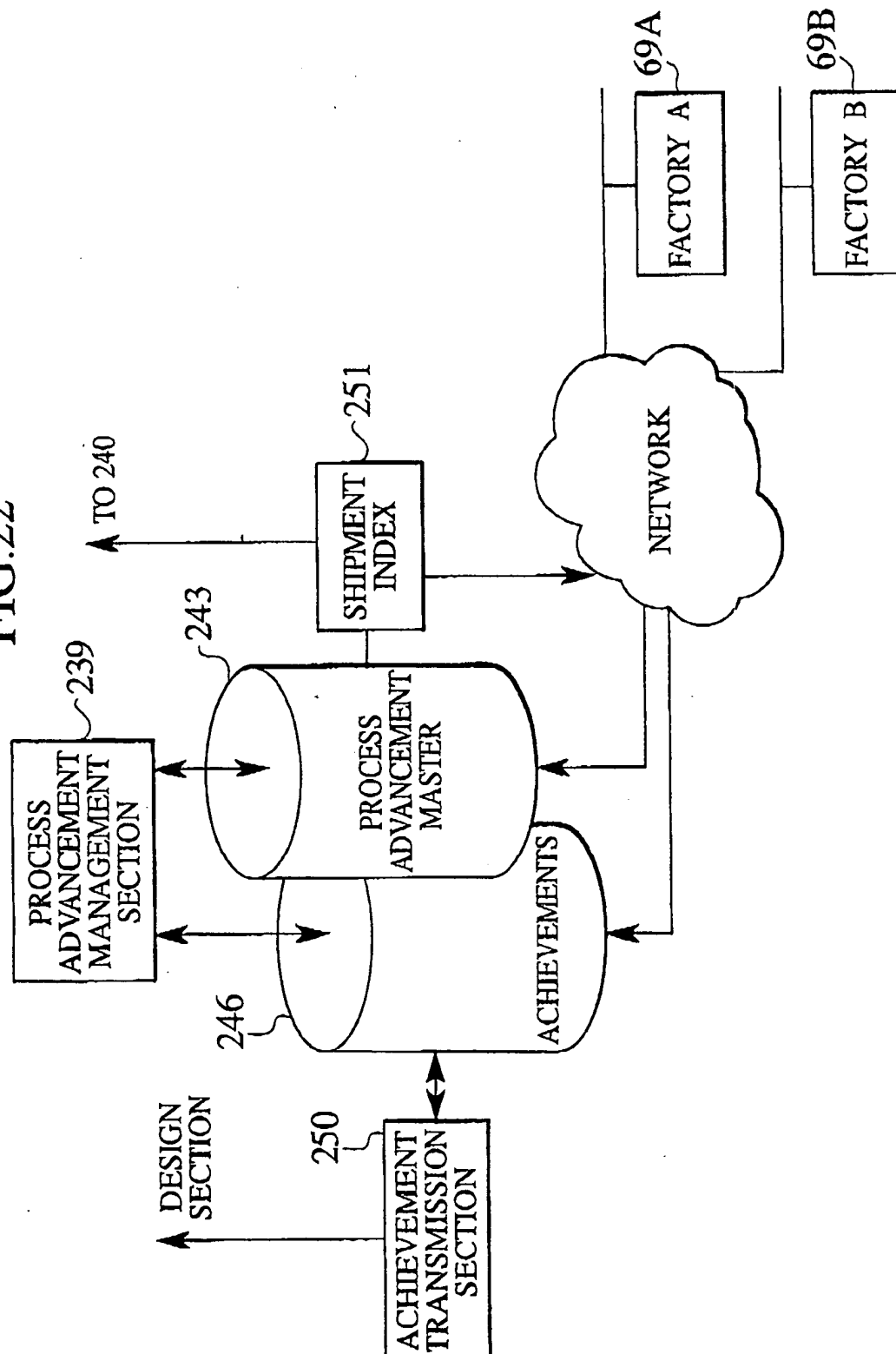
FIG.20



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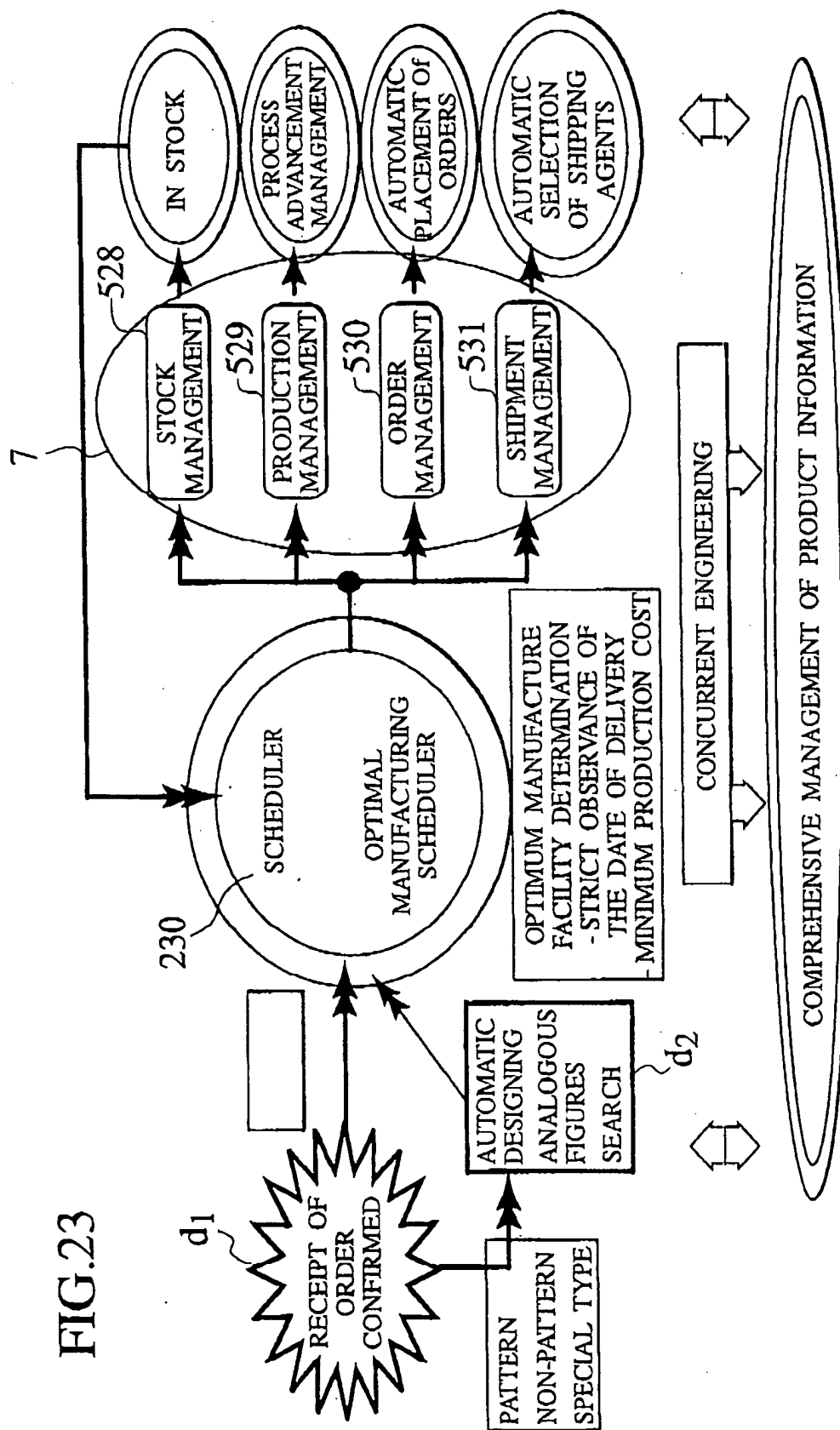
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FIG. 22



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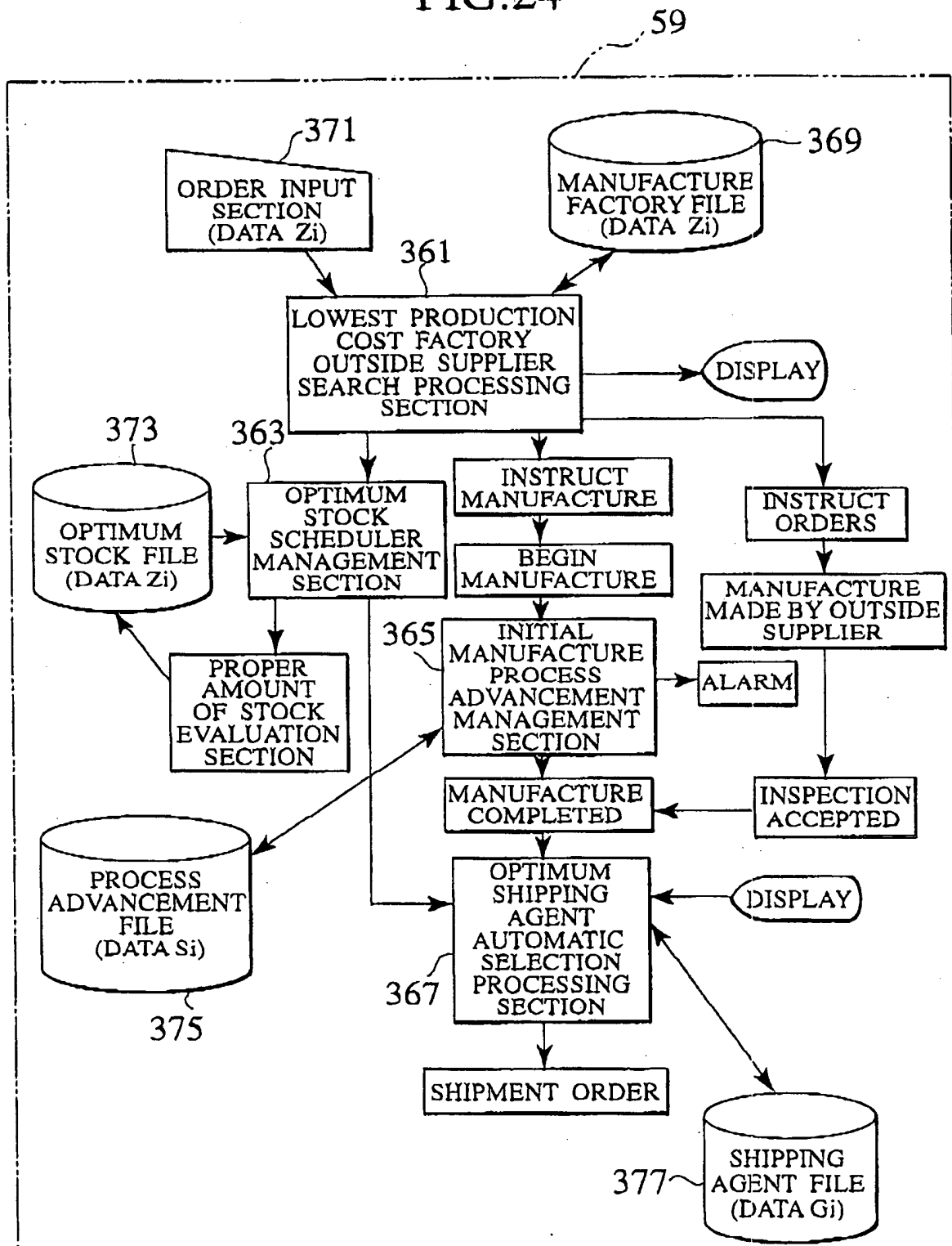
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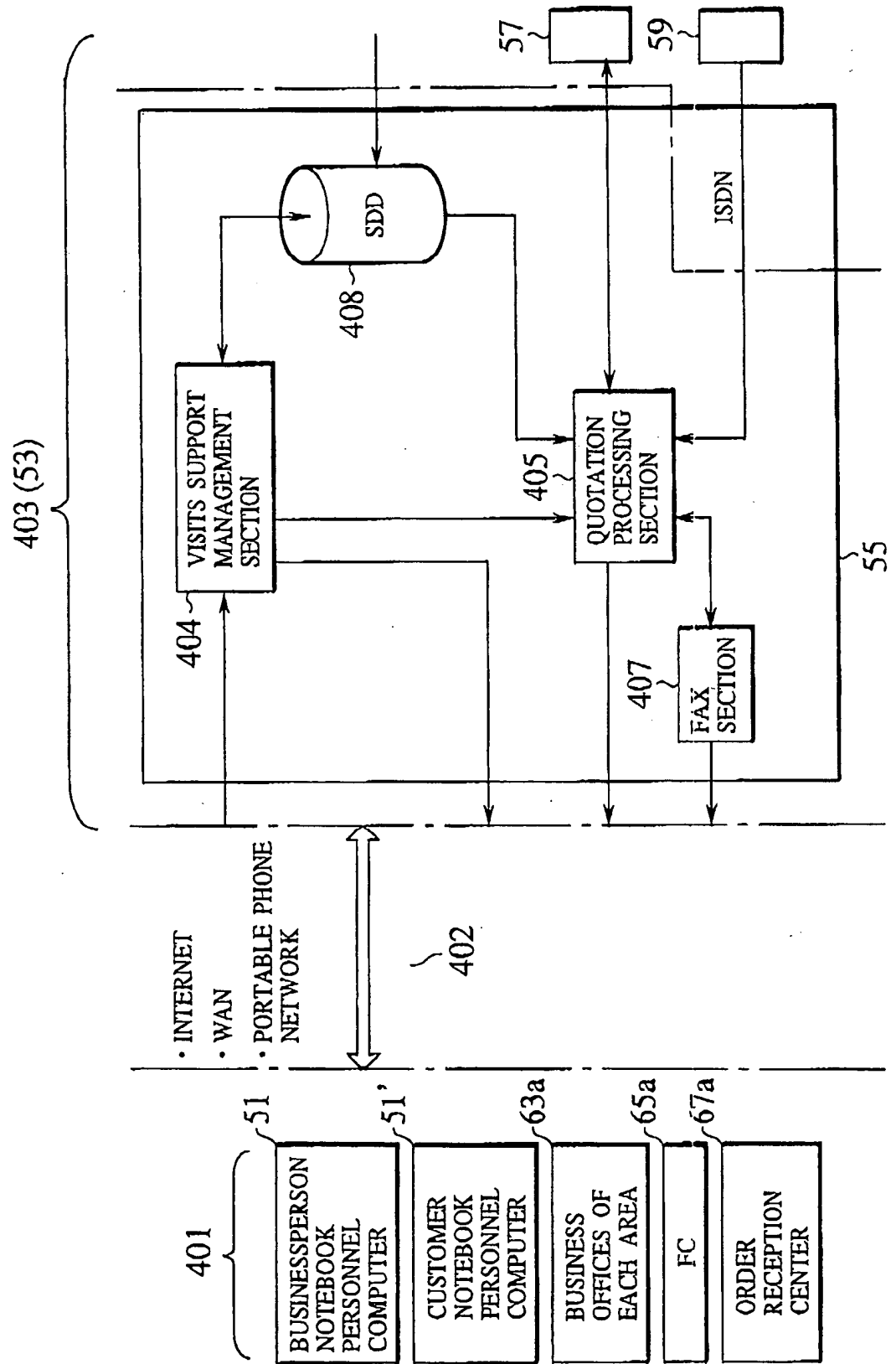
FIG.24



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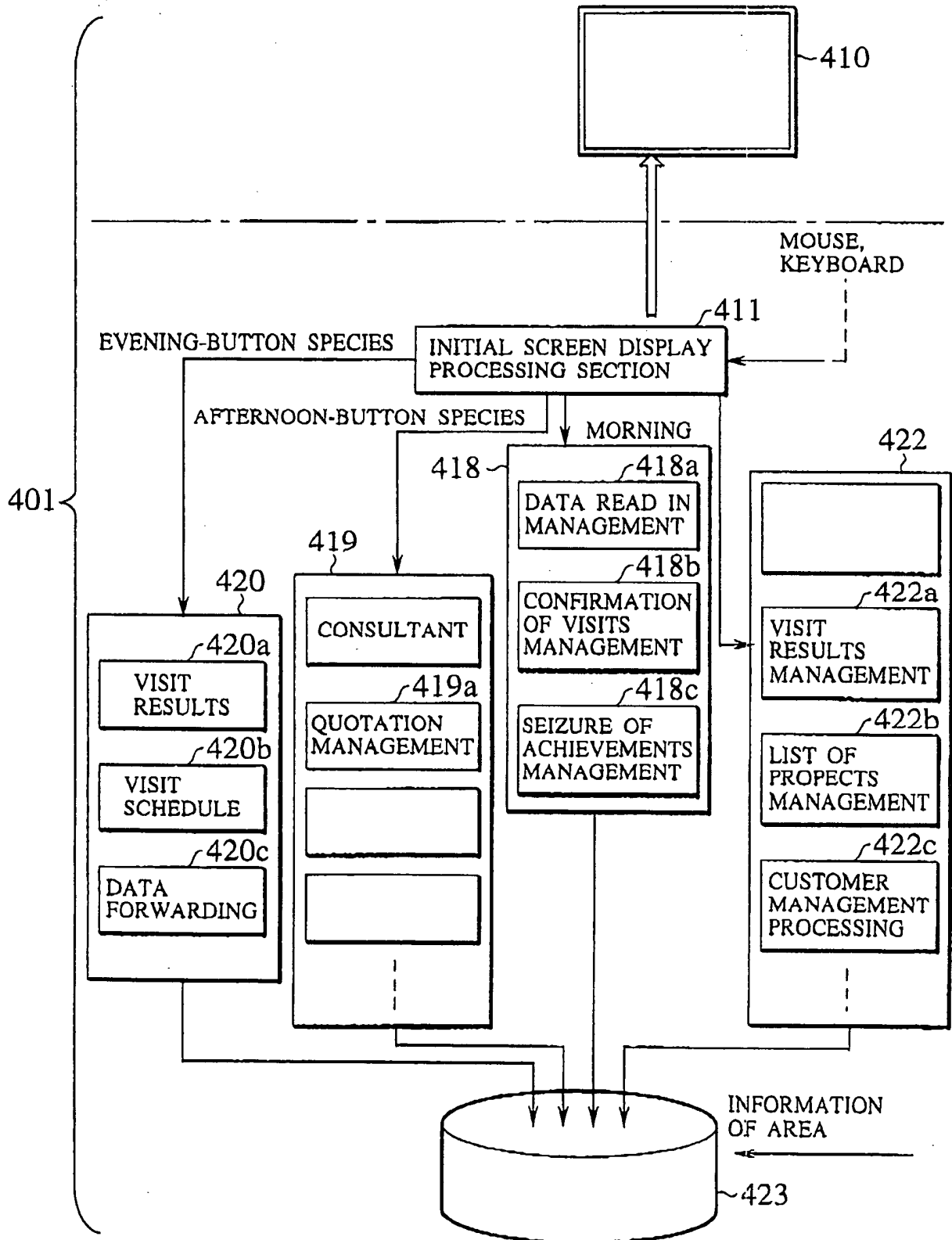
FIG.25



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FIG.26

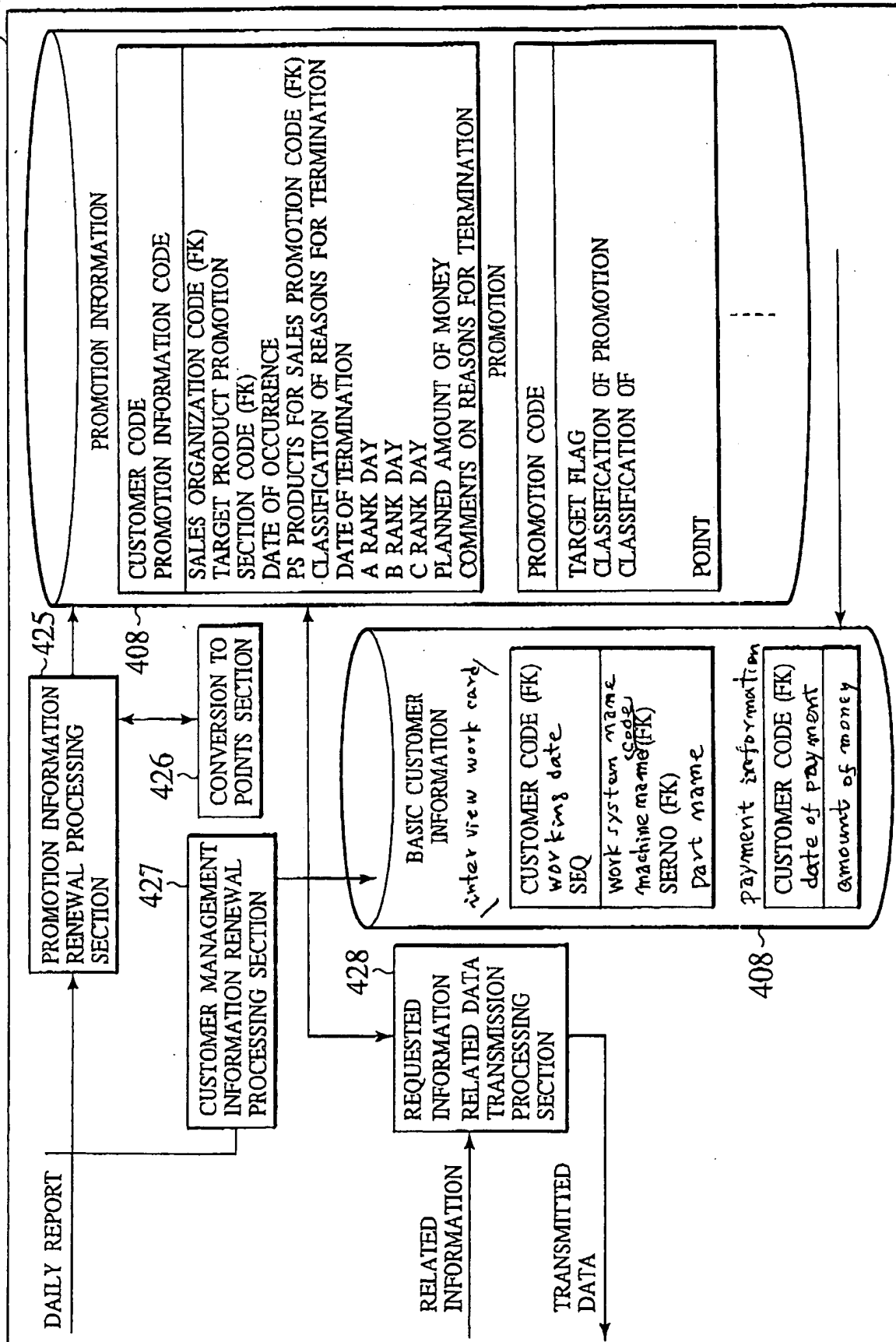


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FIG.27

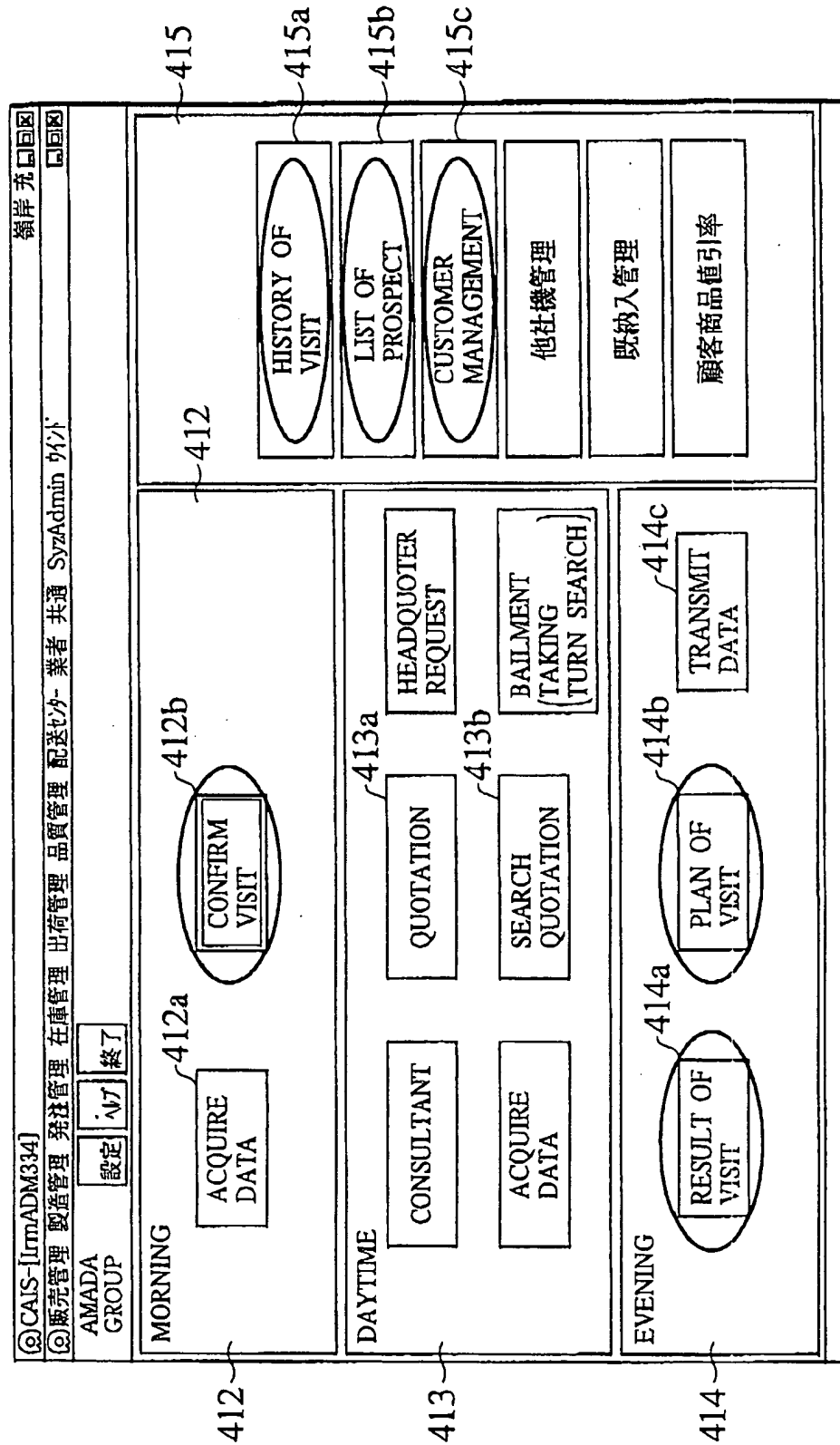
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FIG.28



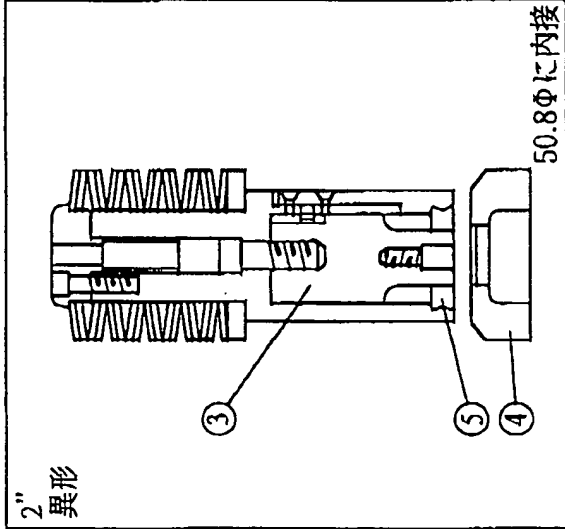
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FIG.29

PART LIST

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SPECIFICATION

詳細図

product name

No.	商品名	単価	数量
▶ 01	SET ASSY	XX,XXX	
02	PUNCH ASSY	XX,XXX	
03	PUNCH BODY	XX,XXX	
04	DIE	XX,XXX	
05	STRIPPER PLATE	X,XXX	

特記

選択

閉じる

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FIG.30

AMDI77 カラーゾノ [Macintosh]		<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
AMADA (E) 編集 (E) カイロウ (W) ヴィジ (H)		<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
AMADA GROUP			
CUSTOMER'S NAME (株) 利根製作			
PROSPECTIVE TYPES RG80		DIVISION 販売部	
OF PRODUCTS		PRICE 予定・実施 (千円)	
競合 ○無し ○有り 名称 (株) 小松製作所			
INTENSIVE PR (APPROACH)		DEMONSTRATION (REACTION)	
<input type="checkbox"/> 既納入促進訪問 <input type="checkbox"/> 新規開拓訪問 <input type="checkbox"/> 工場視察 <input type="checkbox"/> 社長(株) 面談 <input type="checkbox"/> 集中促進		<input type="checkbox"/> サンプル加工予約 <input type="checkbox"/> ビデオ加工予約 <input type="checkbox"/> ティーショー予約 <input type="checkbox"/> 展示会予約 <input type="checkbox"/> P&P 予約 <input type="checkbox"/> ユーザー案内予約 <input type="checkbox"/> 健康診断予約	
(INTEREST)		(FINAL MEETING)	
<input type="checkbox"/> サンプル加工実施 <input type="checkbox"/> ビデオ加工実施 <input type="checkbox"/> ティーショー実施 <input type="checkbox"/> 展示会実施 <input type="checkbox"/> P&P 実施 <input type="checkbox"/> ユーザー案内実施 <input type="checkbox"/> 健康診断実施		<input type="checkbox"/> 増加利益による提案 <input type="checkbox"/> 工場見学・診断 <input type="checkbox"/> 最終見積書提出・交渉 <input type="checkbox"/> 最終仕様の提出・受領 <input type="checkbox"/> 確定仕様の納入 <input type="checkbox"/> 納入の納入	
ACCOMPANY		MEETINGS	
<input type="checkbox"/> 所長同行促進 <input type="checkbox"/> PS 同行促進 <input type="checkbox"/> CS 同行促進 <input type="checkbox"/> 本社促進同行 <input type="checkbox"/> エキスパート (天友・翠溪)		<input type="checkbox"/> 参考見積書提出 <input type="checkbox"/> 下取価格打合せ <input type="checkbox"/> 加工能力範囲打合せ <input type="checkbox"/> 競合他社比較表提出 <input type="checkbox"/> 仕様の打合せ <input type="checkbox"/> 納期打合せ <input type="checkbox"/> 納入場所の打合せ <input type="checkbox"/> 価格打合せ	
DRAWINGS		登録済の時チェック	
<input type="checkbox"/> 三面図入手 <input type="checkbox"/> 立体図の提供		<input type="checkbox"/> 登録済の時チェック	

保存
キャンセル
結果

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FIG. 31

Visit plan

TARGET EXTRACTION SCREEN DISPLAY									
AMADA GROUP		終了							
担当者：豊田 隆				予定削除					
	11月25日	11月26日	11月27日	11月28日	11月29日	11月30日	12月01日		
1	(株)E	(株)O M(株)	(有)O	R(株) S(株)					
2									
3									
60件									
<input type="radio"/>	PRESS	SHEET METAL MACHINE	PUNCHING	BENDING	TOOL	MAINTENANCE	MACHINE GR	その他	
LASER	SYSTEM	O O	O O	A'右動化	FAYT	OIL REPLACE	仕事先	庄読系	
CUSTOMER NAMES				SHEET METAL PRESS CUTTING ANT VISIT PAYMENT POSSIBLE MACHINE POINT					
1	A(有)				NO WITHIN 3 NO NOTHING				
2	B				無				
3	(株)C				3内未				
4	(株)D				無				
5	(株)D				3内未				
6	(株)E				YES WITHIN 1 STANDARD				
7	(有)F				NO WITHIN 3 OUT 17-7 0				
8	G(株)				無				
9	H(株)				無				
10	I(株)				無				
11	K(株)				無				
12	(株)K				無				
13	M(株)				無				
14	N				無				
15	O				無				
16	/株P				3内未				

[VISIT] YES WITHIN 1: VISIT WITHIN 1 MONTH; YES WITHIN 3: VISIT WITHIN 3 MONTH
NO WITHIN 3: NO VISIT WITHIN 3 MONTH

[PAYMENT] NO: NO PAYMENT; 1 OUT: TO TERMINATE MORE THAN 1 YEAR LATER
(UNSETTLED PAYMENT)

[POSSIBLE MACHINE] IF THERE ARE POSSIBLE MACHINE TO BE BOUGHT, DISPLAY POINTS
AND IMPLEMENTING PROCESS

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FIG.32

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		11月27日	11月28日	11月29日	11月30日	12月01日	12月02日	12月03日	予定削除
1	M(株)		V(株)	V'(株)			(株)X		
2	(株)H			Z'(株)					
3									
4									

一覧	加実施	実施	展示会実施	展示会契約	参考見積提出	展示会契約	金型成約待	印刷
38台								

	CUSTOMER NAMES	NAME OF MACHINE	POINT	AMOUNT OF MONEY	COMPETITION	OLD	NEW
1	(株)777 八千代ビル	NCT	4	0			
2	T(株)	RG80	3	1000	有		
3	T(株)	I7-J		50			
4	T(株)	ワタワ		0			
5	U(有)	ワタワ		0			
6	(株)E	特型		0			
7	(株)E	DB610	4	0			
8	(有)F	ワタワ		0			
9	M(株)	I7-J		0			
10	M(株)	I7-J		200			
11	M(株)	ABC	14	0			
12	V(株)	IW45	1	0			
13	W(株)	QWEDQWEDWQ		0			
14	X(株)	I7-J		0			
15	X(株)	CSW220	3	0			
16	Y(株)	I7-J		1000			

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FIG.33

COMPANY NAME (株)アマダハ千代センター
 ADDRESS 八千代市大和田新田122-27秋 田市新都市工場団地
 TELEPHONE NUMBER 0463-73-3217

MOVE LEFT MOVE UPWARD

川口湖 富士吉田市 山梨県 御殿場市

USER SPECIFIED ON THE PREVIOUS SCREEN IS SHOWN AT THE CENTER

800m

UNIT OF MOTION 35 ZOOM 5

CONFIRMATION (Q) CANCEL

IBM SALES OFFICE CODE	IBM CUSTOMER CODE	COMPANY NAME
▶ 310	0100004	(株)アマダハ千代センター
310	0100005	(株)アマダ千歳北ジ-エス
310	0100101	(株)アマダメトリックス千歳北ジ-エス
310	0100107	(株)アマダメトリックス江戸川センター
310	0100108	(株)アマダメトリックス千歳東センター

①

Color: signal selected in the previous screen, <<click>>

- The shape changes from circle to square.
- In the list below the map, the color of user changes to blue.

Magnification is specified (enlarge or reduce)

Unit of motion to the right and left and upward and downward can be specified.

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